Additional booths added to meet demand! Contact us now to reserve your space!

for your business.

Exhibitor Prospectus

September 20 – 22, 2015
Ft. Lauderdale, Florida

IANA INTERMODAL EXPO 2015

www.IntermodalEXPO.com

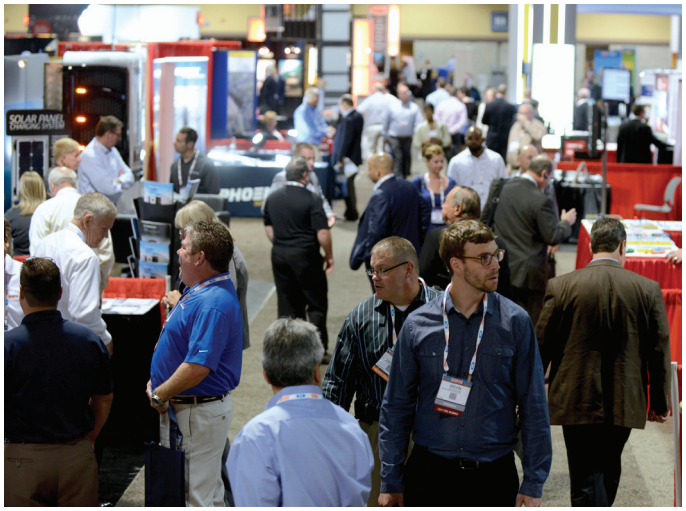
EXPONENTIAL

OPPORTUNITIES FOR YOUR BUSINESS

IANA INTERMODAL EXPO 2015
Sept. 20–22 | Ft. Lauderdale, FL

What is EXPO?

EXPO is the essential event for the entire intermodal supply chain. It is where the industry's products and services are showcased and the industry's issues and challenges are examined.



Why Ft. Lauderdale?

Florida is the second largest net consumer region in the U.S. with dense freight flows and a rapidly growing intermodal presence. Port Everglades, situated next to the Greater Fort Lauderdale/Broward County Convention Center, is the leading container port in Florida and connects with more than 150 ports in 70 countries around the world. With the recent addition of Florida East Coast Railway's Intermodal Container Transfer Facility, Port Everglades has increased its intermodal capacity and efficiency adding value to every party involved in the supply chain. This makes Ft. Lauderdale an ideal city to host Intermodal EXPO.

> ...Visiting the show floor I was able to connect with many of the suppliers that I do business with in one convenient setting...
>
> **— Don Aiken, Senior Vice President, NFI Industries**

Who Attends?

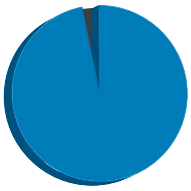
The entire intermodal community! You'll find 3PLs, ocean carriers, motor carriers and drayage companies, railroads, equipment manufacturers and leasing companies, technology vendors, shippers/BCOs and many more intermodal industry professionals at EXPO.

Why Exhibit?

Intermodal EXPO offers you the opportunity to:

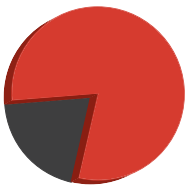
- Meet face-to-face with the highest caliber of qualified attendees with buying power/influence in the intermodal industry
- Showcase your product or service at the event with the largest gathering of professionals in the intermodal industry
- Connect with your current customers and develop relationships with new prospects

82% of exhibitors indicated they connected with the audience they most wanted to see.



97% of 2014 attendees reported visiting the tradeshow floor.

70% of previous attendees are buyers or influencers of intermodal product and service purchases.



2014 exhibitors have already booked **80%** of the 2015 floor plan.

...The exhibits are useful and informative and allow for hands on interactions between companies. EXPO continues to be the intermodal networking opportunity of the year offering unmatched value to those who are fortunate to attend.

— James Hertwig, President & CEO, Florida East Coast Railway, LLC

Leverage your IANA membership to make exhibiting at EXPO your most cost-effective and most critical sales channel.
Not a member? **Contact Jim Morrow at jim.morrow@intermodal.org to learn how new IANA members can save an additional 10%!**

SCHEDULE-AT-A-GLANCE

Saturday, September 19

8:00 a.m. – 5:00 p.m.	Exhibitor Move-in/Registration Open

Sunday, September 20

8:00 a.m. – 5:00 p.m.	Exhibitor Move-in/Registration Open
4:30 p.m. – 5:30 p.m.	Welcome Reception

Monday, September 21

7:30 a.m. – 12:25 p.m.	Breakfast/Opening Session/Concurrent Educational Sessions
12:30 p.m.	Grand Opening of the Exhibit Hall
12:30 p.m. – 5:30 p.m.	Exhibit Hall Open
12:30 p.m. – 1:30 p.m.	Lunch
4:15 p.m. – 5:30 p.m.	Themed Happy Hour
10:00 p.m. – 11:00 p.m.	IANA Nightcap

Tuesday, September 22

7:00 a.m. – 11:45 a.m.	Breakfast/Opening Session/Concurrent Educational Sessions
11:45 a.m. – 3:15 p.m.	Exhibit Hall Open
12:00 p.m. – 1:00 p.m.	Lunch
3:30 p.m. – 4:30 p.m.	Technology Demonstrations/Closing Happy Hour

Go to www.IntermodalEXPO.com for the most up to date information

CONTACT CHUCK HERRHOLTZ AT INFO@INTERMODALEXPO.COM OR 800-796-2638, EXT. 4974 TO RESERVE YOUR SPACE TODAY!

EXHIBIT SPACE APPLICATION & CONTRACT

September 20 – 22, 2015
Greater Ft. Lauderdale/Broward
County Convention Center
Exhibit Dates: September 21 – 22
IntermodalEXPO.com

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STANDARD BOOTH RATES

Booth Size	Member Rate	Non-Member Rate	Complimentary Registrations
10' x 10'	$3,090	$3,530	3
10' x 20'	$5,440	$6,160	4
10' x 30'	$6,790	$7,760	5
20' x 20'	$8,590	$9,700	6
20' x 30'	$11,130	$12,590	7
20' x 40'	$12,490	$14,090	8

Booth Size	Member Rate	Non-Member Rate	Complimentary Registrations
30' x 30'	$13,489	$15,217	9
20' x 50'	$15,320	$17,330	10
30' x 40'	$15,870	$18,010	10
30' x 50'	$16,470	$18,660	11
40' x 50'	$21,970	$24,880	13
12' x 70'*	$9,250	$10,500	6

**trailer space*

BOOTH SELECTION

Booth size needed _____ Booth Cost $ _____

Currently member of IANA – ❑ Yes ❑ No

List your three top choices for booth locations: 1) _____ 2) _____ 3) _____

ASSIGNMENT INFORMATION

To assist in the assignment of exhibit space, please list those companies who have product lines competitive with yours.

1) _____ 2) _____ 3) _____ 4) _____

DIRECTORY/CONTACT INFORMATION

Company Name _____ Directory Reference (i.e. A-Z) _____

Address _____

City _____ State _____ Zip/Postal Code _____ Country _____

Company Phone _____ Company Fax _____

Website _____ Company Email _____

Exhibit Contact Name _____ Title _____

Contact E-mail _____ Contact Phone/Ext. _____

Contact Cell Phone (for on-site purposes) _____ Contact Fax _____

Directory Listings: Please refer to the Product Category List and enter up to six (6) category numbers that best describe your products/services:

1) _____ 2) _____ 3) _____ 4) _____ 5) _____ 6) _____

We agree to abide by all of the Rules and Regulations governing the Exposition as stated on the back of this application.

Signature _____

Please sign electronically or you may print, sign, and fax to: 703-934-4899

PAYMENT INFORMATION

A 50% deposit of the total space cost must accompany the signed space application. Full payment is due by April 3, 2015.

Please make checks payable to IANA. Payments must be made in U.S. funds and drawn on a U.S. Bank.

Credit Card Information: ❑ Visa ❑ MasterCard ❑ American Express ❑ Check enclosed and to be mailed on _____

Account number _____ Expiration Date _____ CSV # _____ Amount Authorized $ _____

Cardholder's Name (as it appears on card) _____ Cardholder's Email _____

Billing Address (if different from above) _____

Signature of Cardholder _____

Please sign electronically or you may print, sign, and fax to: 703-934-4899

Please retain a copy of this form for your records.

CANCELLATION POLICY: Exhibitor accepts as a part of his contract the Exhibition Rules and Regulations printed on the reverse side hereof. Organizer is relying on Exhibitor's performance hereunder and is induced by Exhibitor's execution of the Contract not to make available to anyone else the exhibit space made available to Exhibitor hereunder. The Organizer reserves the right to relocate Exhibitor in space other than specified above after notification. The signer of this contract represent and warrants signor has been duly authorized to execute this binding contract on behalf of the named exhibitor. Therefore, all payments due by Exhibitor to Organizer hereunder are noncancellable and nonrefundable and are due and payable by Exhibitor to Organizer under the terms hereof and Exhibitor agrees to pay the same to Organizer when due except contract may be cancelled by written notice to Organizer and Exhibitor shall be liable for $1,000 of total contract amount prior to April 3, 2015. Should the exposition be cancelled, postponed, curtailed, removed to an alternative premises, or abandoned due to an act of God, war, terrorism, government regulation, disaster, fire, strike, civil disorder, curtailment of transportation, or other similar cause beyond the control of IANA, making it illegal, inadvisable, or impossible to hold the convention, the claim for damage and/or compensation by the exhibitor shall be limited to the exhibitor's proportionate amount recovered by IANA under its Convention Cancellation Insurance policy. The exhibitor's recovery shall not exceed the amount paid in exhibit fees.

MAKE CHECKS PAYABLE TO IANA. RETURN APPLICATION FOR EXHIBIT SPACE TO:

Intermodal EXPO Show Management | 10474 Armstrong Street | Fairfax, VA 22030 USA | FAX: 703.934.4899

RULES & REGULATIONS

1. PAYMENT. A deposit of 50% of the total cost of the exhibit space must accompany signed application, and space must be paid in full not later than April 3, 2015. Applications submitted after April 3, 2015 must be accompanied by full cost of the exhibit space. Applications will not be processed or space assigned, without the required payment.

2. CANCELLATION OF CONTRACT. Written cancellation is required, in whole or in part, and must be received at the Intermodal EXPO Show Management office prior to April 3, 2015, to qualify for a refund of the deposit, less a $1,000 administrative fee. In the event of multiple booths reserved, the $1,000 administrative fee will apply to each booth originally reserved. Written cancellation, in whole or in part, after April 3, 2015, will forfeit all monies paid. Cancellation at any time will result in the forfeiture of all benefits afforded to exhibitors including advance housing and complimentary registrations. Space may be resold or reassigned without any obligation on the part of IANA for any refund whatsoever.

3. ELIGIBLE EXHIBITS. IANA reserves the right to determine eligibility of any company or product to participate in the Show. IANA can refuse rental of exhibit space to any company whose display of goods or services is not, in the opinion of IANA, compatible with the educational character and objectives of the Show.

4. ALLOCATION OF SPACE AND ASSIGNMENT. Whenever possible, IANA intends to make space assignments in keeping with the preferences as to location by the exhibitor. During the initial assignments, if two or more exhibitors request the same location, the exhibitor with the earliest date of receipt will be given preference. IANA reserves the right to make the final determination of all space assignments in the best interest of the Show.

5. SUBLETTING OF EXHIBIT SPACE. Exhibitors may NOT assign, sublet or apportion in whole, or in any part, the space allotted to him/her under the Booth Space Application and Contract, nor shall the exhibitor permit any other persons or firms to exhibit therein, any goods or services other than those distributed by the primary entity that reserved the exhibit space. Companies who wish to share exhibit space with a single corporate division or one subsidiary company may do so at an additional cost equal to one-half of the cost of the exhibit space being shared. **The corporate division, or subsidiary company will not be entitled to receive complimentary registrations** they would otherwise be entitled to if they reserved a separate exhibit space, **nor shall they be listed separately in the Official Guide for the show. Badges for all employees or booth workers attending the event from the corporate division, or subsidiary company will be produced in the name of the primary exhibitor.**

6. OFFICIAL DECORATOR. The official exhibition contractor is Freeman. Prior to the show Freeman will provide a detailed Exhibitor Service Manual to each exhibitor with complete instructions for shipping, storage, set-up, and dismantling. Order forms for carpet, furniture, telephones, computers, electricity, etc., will also be included in the service manual. In addition, an Exhibitor Service Center will be maintained by Freeman throughout Intermodal EXPO, including set up, show hours and dismantling.

7. LIABILITY AND INSURANCE. Exhibitors shall assume all responsibility for damage to the display area, and shall indemnify and hold harmless agents, servants, and employees of the Intermodal Association of North America and the Greater Ft. Lauderdale/Broward County Convention Center from and against any and all claims, loss, damage, injury, and however caused, resulting from, or arising out of, or in any way connected with exhibitor's participation in Intermodal EXPO. Exhibitors must insure themselves against property loss/damage and liability for injury, as outlined in Section 8 below. Damage to inadequately packed property is the exhibitor's responsibility. In the event the exhibitor damages the building, he/she agrees to reimburse the owner of the building for the cost of repairing such damages. Exhibitors also agree to abide by all other provisions of these regulations, fire regulations, all other regulations of the Greater Ft. Lauderdale/Broward County Convention Center, and local, state, and federal regulations.

8. EXHIBITOR INSURANCE. All exhibitors are required to furnish Certificates of Insurance showing General Liability, Auto Liability, and Worker's Compensation insurance coverages. **Exhibitor must include as additional insured those entities listed in the "Description of Operation" section of the sample certificate of insurance, which will be provided to all exhibitors prior to the show. Additional insured endorsement language must be written exactly as shown on the sample certificate.** A sample certificate will be provided to all exhibitors prior to the show. Certificates must be sent to Intermodal EXPO Show Management by the July 1, 2015.

9. DAMAGE TO PROPERTY. The exhibitor is liable for any damage caused to building floors, walls or columns, or to standard booth equipment, or to another exhibitor's property. The exhibitor may not apply paint, lacquer, adhesives, stickers or other coating to building columns and floors or to standard booth equipment.

10. LABOR. Exhibitors are required to observe all contracts in effect between service contractors, Greater Ft. Lauderdale/Broward County Convention Center, and labor organizations.

11. INSTALLATION AND DISMANTLING. Exhibitors may not move in prior to 8:00 am on Saturday, September 19, 2015. All booths must be completely set up by 5:00 pm on Sunday, September 20, 2015. All charges for services will be billed to the exhibitor directly. **All booths must be carpeted**. Dismantling of the exhibits may not begin until after the show has closed on Tuesday, September 22, and must be completed no later than 2:00 p.m. on Wednesday, September 23. Every exhibit must be fully staffed and operational during the entire show. **Any exhibitor packing materials, or dismantling the booth prior to the official closing time will be fined $1,000 and will forfeit the right to participate in future events. Any exhibit space reserved prior to this infraction may be cancelled and all deposits refunded.**

12. DELIVERY AND REMOVAL DURING SHOW. Under no circumstances will the delivery or removal of any portion of an exhibit be permitted during open hours of the Show without written permission from Intermodal EXPO Show Management. All arrangements for delivery, during non-show hours, of supplies, such as flexible materials, cartons and products to be packaged must be made with the General Contractor. **No deliveries may be made during show hours.**

13. BADGES. Each exhibitor will be provided with complimentary badges based on the size of the booth purchased. Official show badges will be required for entry into the exhibit hall at all times. **Badges are not transferable and those worn by other than the person to whom issued will be confiscated. Business cards are not to be used in badge holders.** Badges needed in excess of this allotment must be purchased at the appropriate conference rate.

14. ADMITTANCE DURING NON-SHOW HOURS. Booth personnel will not be permitted to enter the exhibit floor earlier than one hour before the scheduled opening time each day of the show and will not be permitted to remain on the exhibit floor after the official closing of the show each evening. Exhibitors that require additional time must obtain permission in writing from Intermodal EXPO Show Management prior to the show day.

15. SPECIAL CONDITIONS. Exhibitors may appoint their own subcontractors only for the physical set-up and dismantling of their displays. However, show management must be notified in writing at least 30 days prior to the show. Insurance certificates also must accompany such notifications. All other show services must be provided by the official service contractor, audio/visual contractor, floral contractor, and the Greater Ft. Lauderdale/Broward County Convention Center.

16. UNAUTHORIZED ACTIVITIES DURING INTERMODAL EXPO. IANA will provide an opportunity for exhibiting companies who are also premium level sponsors to reserve space to hold private events/meetings during specified hours. Exhibitors are discouraged from holding private events/meetings while the exhibit hall is open, during opening sessions, and receptions. All requests for meeting rooms and hotel suites should be made directly with one of the "official" hotels (space for private events cannot be reserved at the Convention Center). If an exhibiting company cancels its exhibit space or changes their level of sponsorship, they could become ineligible to reserve private event/meeting space.

17. CHARACTER OF EXHIBITS. The general rule of the exhibit floor is "be a good neighbor." No exhibits will be permitted which interfere with the use of other exhibits or impede access to them or impede the free use of the aisle. Booth personnel, including demonstrators, hostesses and models, are required to confine their activities within the exhibitor's booth space. Apart from the specific display space for which an exhibiting company has contracted with IANA, no part of Greater Ft. Lauderdale/Broward County Convention Center and its grounds may be used by any organization other than IANA for display purposes of any kind or nature. Within the public convention center property, exhibitor brand or company logos, signs, and trademark displays will be limited to the official exhibit area only.

A. Attire. Representatives should be conservatively attired to maintain the professional and business-like climate of the Show.

B. Sound. Videos or movies relating to exhibitor's equipment will be permitted, provided projection equipment and screen are located on the rear one-third of the booth, and all viewers must stand or sit within the booth. Sound videos or movies will be permitted only if the sound is not audible in the aisle or neighboring booths. Sound systems will be permitted if tuned to a conversational level and if not objectionable to neighboring exhibitors.

C. Lighting. In the best interest of the Show, IANA reserves the right to restrict the use of glaring lights or objectionable light effects. The use of flashing electric signs or lights is not permitted.

D. Booth Exteriors. The exterior of any display cabinet or structure facing a side aisle, or adjacent exhibitor's booth must be suitably decorated at the exhibitor's expense. **All booths must be carpeted.**

E. Noise and Odors. In fairness to all exhibitors, no noisy or obstructive activity will be permitted during show hours, nor will noisy operating displays, nor exhibits producing objectionable odors be allowed.

18. MUSIC LICENSING. Exhibitor represents and warrants that it shall comply with all copyright restrictions applicable to exhibitors, including but not limited to, any music performance agreement between IANA and ASCAP or BMI for meetings, conventions, trade shows and expositions. Exhibitor further represents and warrants that it shall obtain any additional license or grant of authority required of exhibitors under the copyright laws and be prepared to present Intermodal EXPO Show Management with a copy of such license or grant no less than 30 days prior to the start of the Show.

19. DISPLAY HEIGHTS. Display material (including show cases, display or storage cabinets, electrical fixtures, wire, conduits, etc.) and equipment must adhere to the Exhibit Construction Guidelines outlined in the Exhibitor Service Manual.

20. POSITIONING EQUIPMENT IN RELATION TO AISLE. To ensure the safety of all Show participants, any machinery and equipment shall be positioned so that no portion is closer than 12 inches from the aisle.

21. RELOCATION OF EXHIBITS. IANA reserves the right to alter the location of exhibit spaces, at its sole discretion, in the best interest of the show.

22. FIRE REGULATIONS. Fire regulations require that all display materials be fire resistant or treated with a flame-retardant solution to meet requirements of the standard flame test as provided in the Greater Ft. Lauderdale/Broward County Convention Center for fire prevention. Electrical signs and equipment must be wired to meet the specifications of Underwriters Laboratories. No storage of any kind is allowed behind the back drapes or in the exhibit space. The official service contractor will store all cartons, crates, containers, and packaging materials. Up to one day's supply of operational materials may be stored within the exhibit space. All aisles, corridors, exit areas and exit stairways must be maintained at their required width at all times that the Show is open. No obstruction such as chairs, tables, displays or other materials will be allowed to protrude into the aisles. Each exhibitor is charged with knowledge of all laws, ordinances and regulations pertaining to health, fire prevention and public safety while participating in this Show. Compliance with such laws is mandatory for all exhibitors and the sole responsibility is that of the exhibitor.

23. PHOTOGRAPHY. In order to protect your products and services, photographs or any attempt to obtain product specifications will be strictly prohibited without the consent of the exhibitor.

24. FOOD SERVICE. All arrangements for food and beverage service must be made with the official caterer at the Greater Ft. Lauderdale/Broward County Convention Center.

25. AMENDMENT OF RULES. IANA reserves the right to make changes, amendments and additions to these rules at any time, and all changes, amendments and additions so made shall be binding on the exhibitor with the provision that all exhibitors will be advised of any such changes. Any matters not specifically covered herein are subject to decision by IANA.

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Sept. 20 – 22 | Ft. Lauderdale, FL

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PRODUCT CATEGORIES

2000 Regulatory Compliance Services
2005 CS&A Safety
2010 DOT Compliance and Regulatory
2015 Inspection Services
2020 TSA Compliance

3000 Equipment Related
3005 Chassis Leasing & Manufacturer
3010 Manufacturers (OEMs and Remacks)
3015 Component Manufacturers
3020 Container Manufacturing & Handling Equipment
3025 Heavy Equipment Parts & Manufacturing
3030 Equipment Leasing & Manufacturing
3035 Equipment Loading/Off Loading
3040 Material Handling
3045 Monitoring Devices
3050 Lighting Systems
3060 Safety Equipment
3065 Tread Rubber & Retreading Equipment
3070 Transport Refrigeration & Air Conditioning Systems
3075 Truck/Trailer Leasing & Manufacturing

4000 Fleet Management Software and Services
4005 Freight Matching
4010 Rail Fleet Management
4015 Truck Fleet Operations

5000 Operations Management Software and Services
5005 Asset Management/Tracking
5010 Container Security & Tracking Systems
5015 Costing Software
5020 Customs Interface
5025 Data Collection Software
5030 Document Imaging & Retrieval
5035 DOT Compliance Software
5040 e-Commerce
5045 Fleet Management Software
5050 Gate Control/Processing Systems
5055 Load Matching
5060 Loss/Damage Software & Services
5065 Maintenance Software Solutions
5070 RFID Solutions
5075 Repair, Maintenance & Diagnostics Solutions
5080 Routing Software
5085 Satellite Communications
5090 Terminal Automation
5095 Warehouse & Distribution Solutions

6000 Maintenance & Repair Services
6005 Chassis/Containers/Trailer Repair Services
6010 Emergency Road Service & Repair
6015 Flooring Repair
6020 Mobile Repair Services
6025 Tires and Retreading

7000 Manufacturer, Components
7010 Anti-Theft Devices & Security
7015 Automated Tire Inflation Systems
7020 Brakes
7025 Cargo Restraint Systems
7030 Container & Trailer Liner Products
7035 Decal & Fleet Graphics
7040 Laminated & Wood Flooring
7045 Tires
7050 Truck & Trailer Parts & Components

8000 Transportation Related Services
8005 3PL, IMC and Other Brokerage Services
8010 Biometric Identity Applications
8020 Cargo Security
8025 Consulting Services
8030 Damage Prevention
8035 Education & Training
8040 Equipment Financing
8045 Import/Export Services
8055 Insurance Services
8060 Inventory Handling
8065 Legal Services
8070 Logistics Services
8075 Motor Carrier/Drayage Services
8080 Ocean Carrier Services
8095 Port Facilities & Intermodal Terminal Services
8100 Rail Carrier Services
8105 Repositioning Services
8110 Terminal Operators & Services
8115 Bulk Packaging

IANA